

From: Stephen Ringl  
Director of Innovation & Technology  
City of Pensacola

To: Mayor D.C. Reeves & the City Council of the City of Pensacola  
222 W Main St  
Pensacola, FL 32502

CC: Kevin Boyer  
Grants and Special Projects Coordinator  
City of Pensacola

Subject: Grant Award for Software Capabilities

May 18, 2023

Dear Mayor Reeves and members of the City Council of the City of Pensacola,

I am pleased to inform you that the City of Pensacola has been awarded a grant from Florida Digital Services, hereafter known as FL[DS], to acquire crucial software capabilities that will significantly enhance our cybersecurity posture. The grant includes the following software components as referenced in the cybersecurity grant award letter:

1. **Endpoint-Based Asset Discovery (Agent):** This software will enable us to identify and monitor assets connected to our network endpoints. It provides real-time visibility into devices, applications, and their associated vulnerabilities. The estimated value of this software capability is between \$45,000 and \$60,000 annually.
2. **Network-Based Asset Discovery (Agentless):** This software solution allows us to perform asset discovery without requiring an agent to be installed on individual devices. It utilizes network scanning techniques to identify devices, their configurations, and potential security risks. The estimated value of this software capability is between \$15,000 and \$25,000 annually.
3. **Security Operations Platform:** The security operations platform consolidates and streamlines our security operations by integrating various tools, automating processes, and providing a centralized view of our security landscape. It enhances incident response capabilities, threat intelligence management, and overall security monitoring. The value of the Security Operations Platform is currently unknown and will be determined at a later stage as we gather more information regarding the specific requirements and scope of implementation. However, based on the starting cost of similar software, I anticipate that the value of the Security Operations Platform will approach or even exceed \$100,000 annually.


It is important to note that FL[DS] will be procuring and providing the software and associated services as part of this grant. Therefore, no monetary funds will be allocated directly to the City of Pensacola. The grant covers the costs of acquiring and implementing the software capabilities listed above.

In accordance with the City of Pensacola's ordinary procedures, I understand that a supplemental budget statement is usually required to accompany grant agreements. However, as this grant does not involve a monetary transfer to our organization, I recommend that we proceed without a supplemental budget statement.

This is an invaluable opportunity for the City of Pensacola to enhance its cybersecurity infrastructure and protect our sensitive data from emerging threats. I kindly request your support and authorization to proceed with submitting the grant agreement to the next City Council meeting so we may execute the agreement ahead of the May 31, 2023 deadline requested by FL[DS].

Please do not hesitate to reach out to me if you have any questions or require further information. Thank you for your attention to this matter.

Sincerely,

A handwritten signature in black ink that reads "Stephen Ringl". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Stephen Ringl  
Director of Innovation & Technology  
City of Pensacola

CC: Kevin Boyer, Grants and Special Projects Coordinator, City of Pensacola